



November / December 2018

## AMLand How it May Affect You

The Anti-Money Laundering and Countering Financing of Terrorism Amendment Act 2017 (“AMLCFT”) puts in place measures to combat money laundering and terrorism financing in New Zealand.

New Zealand is viewed across the globe as one of the least corrupt countries and this new legislation is designed to prevent millions of dollars being laundered from drugs and fraud.

The new laws extend to people involved in real estate transactions. For conveyancers, lawyers and accountants, the requirements came into force on 1 July 2018. For real estate agents, the requirements come into force on 1 January 2019.

Following are some of the requirements that real estate agents must adhere to from Jan 1 2019:

- Conduct due diligence and verification of the identity of clients before listing their property.
- Verify the identity of purchasers who pay cash deposits of \$10,000 or more.
- Submit a Prescribed Transaction Report to the Police Financial Intelligence Unit if a client wants to conduct a transaction in cash that is \$10,000 or more, or an international transfer of \$1,000 or more.
- Any suspicious transactions or activity must be reported to the Police Financial Intelligence Unit.
- Regularly review and assess risk.
- Regularly audit the compliance programme.
- Submit an annual report to the Department of Internal Affairs.

For more information please visit: [justice.govt.nz](http://justice.govt.nz).

## NZ Median House Prices Hit New High

Despite the government's new policy of restricting property sales to overseas buyers, the KiwiBuild programme and toughening up on landlords to make property investment less attractive, the national median house price for November 2018 has reached a new high of \$575,000 beating the previous record of \$561,000 set only a month earlier. Ultimately the price movement in any market is driven by supply and demand, and currently we are still seeing a greater demand than supply in the overall NZ housing market.

There are regional variations however and one exception has been the Christchurch market where house prices have been flat for the last 4 years with median house prices hovering around the \$425,000. Ever since the 2011 earthquakes there has been a boom in residential property construction with many new subdivisions containing thousands of new houses creating a large additional supply.

On the other hand, regions such as Wellington, Nelson and Dunedin have had a supply shortage and have seen over 50% growth in house prices in just the last 3 years, with Dunedin for example seeing their median house price grow from \$300,000 in 2015 to over \$470,000 today, and similarly Nelson from \$350,000 in 2015 to \$525,000.



## 1% Myths Exposed

**Definition of 'Myth':** "an invented story, idea, or concept"

**Myth:** "Total Realty agents don't have the same 'Buyer Network' as other corporates"

**THE TRUTH:**

Buyer networks were made redundant with the introduction of the Internet. Buyers now search online when looking for a property. They can see all the photos of the home and have access to all the latest listings the minute they become available.

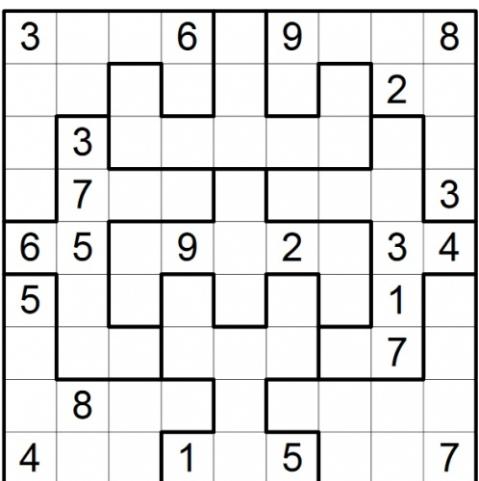
At Total Realty we will market your property to all of these buyers through the perfect blend of online and print exposure for your property, plus professional photography for every home. For more information please call me to discuss..

## Brain Workout - Sudoku

*Can you work out this "Jigsaw Sudoku"?*

Fill in the numbers from 1 to 9 without repeating any in a row or column, or outlined jigsaw piece!

Good Luck.



## Laughter is the best medicine

*Merry Christmas*



*"Thinking of selling? Call us today!"*



**Rachael Cone, AREINZ**  
 Business Owner / Principal  
 ph: 027 6600 604



## Stats - FROM THE Street

### Median Sale Prices

**Nov 2018 (vs Nov 2017)**

<b>National</b> (+6.5%)	<b>\$575,000</b>
<b>Auckland</b> (-1.5%)	<b>\$867,000</b>
<b>Wellington</b> (+11.5%)	<b>\$613,000</b>
<b>Christchurch</b> (-3.5%)	<b>\$445,000</b>
<b>Nelson</b> (+3.6%)	<b>\$520,000</b>
<b>Dunedin</b> (+14.3%)	<b>\$435,000</b>

### What people are saying about us

"Total Realty contacted me within 15 minutes of me emailing through an enquiry. Immediately I got the sense that the agent I was dealing with was experienced, professional and would be supportive as this was our first time selling a house. We were recommended Total Realty by our mortgage broker. The low commission rate was a huge advantage too. Furthermore, having engaged with a number of other companies whilst attending open homes, we can't say we were that impressed. It was an excellent experience with Total Realty, I can't believe how stress-free, professional and quick the whole process was. Our house was under offer after the first open home."

**B & L Wild**